

## Evaluation Scoring

### **Notes to Evaluators:**

Please provide detailed comments to assist in the consensus and debrief process.

**Suggested scoring valuation:** Please notice many of these points are not on a 1 to 5 scale and must be adjusted accordingly.

### **Remember to be consistent with scoring methodology**

#### **Example use only**

0	Did not provide an answer	Firm Experience	Staffing/Resumes	Sample
1	Incoherent, communicates a lack of understanding and/or capability	7	5	3
2	Marginal, communicates a weak knowledge, understanding, and/or capability	14	10	6
3	Average, communicates an average knowledge, understanding, and/or capability	21	15	9
4	Good, communicates that they are good at what they do and have a good understanding	28	20	12
5	Excellent, communicates that they are not just good, but provide value added services and capabilities that may exceed expectations	35	30	15

#### **Quotation Section (10%) Cost Proposal Score will be calculated by the contract manager.**

The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. This means that the overall score for the cost proposal will account for the robustness of the proposer's qualifications as well as their proposed price. We will include both the blended hourly rate and the price quote in scoring the cost proposal. The cost proposal will be worth up to 10 percent of the total possible points – see the table on page 26 of the RFQQ.

#### **Qualifications Section (65%)**

##### **Firm Experience (35%)**

The Qualifications Section of the proposal must contain information that will demonstrate to the evaluation committee the Firm/Staff understanding of the types of services proposed, the ability to accomplish them, and the ability to meet tight timeframes. Firm experience will be scored based on the capacity and experience of the firm to perform work similar to the tasks described in this RFQQ.

##### **Staff Experience/Resumes (30%)**

Staffing will be scored on how the proposer staffs the project to perform work similar to the tasks described in this RFQQ, including the number of staff and the mix or make of the team and their various levels of experience. see page 23 of the RFQQ for details. The proposer must provide a resume for key staff and include information on the individual's specific skills, experience, certifications, significant accomplishments and responsibilities assumed on other similar projects related to the services proposed.

#### **Sample Reports (15%)**

This sample report will be scored based on how well its components respond to items listed under item "e." under "Report Results" on page 4 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.

#### **Executive Order 18-03 & WA Small Business/Veteran Owned Business(10%) will be calculated by the contract manager.**

This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver.

Vendor: AccentureK689 - Security Assessment Services			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	30.0	Large organization with long term experience in penetration testing. Has resources that should meet our demands.
Staffing (30%)	30.0	25.0	Staff written qualifications looked excellent. Certifications for actual testers and direct managers were fewer and less diverse than expected.
Qualifications Section Total Score	65.0	55.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	13.0	No level of effort to fix.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	68.0	
Evaluator Initials: MJH			
Date: 5/10/2023			

Vendor: Affinity IT		K689 - Security Assessment Services	
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	18.0	Submission did not describe significant penetration testing experience as an organization over an extended period. Examples do indicate some reasonable penetration testing experience.
Staffing (30%)	30.0	20.0	Staff certifications are solid, but not exceptional. Total number of staff seems small for our peak workloads.
Qualifications Section Total Score	65.0	38.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	8.0	Information on issues was not detailed. Impact not well defined. Management section not present, only overview. Remediation not clear and actionable.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	46.0	
Evaluator Initials: MJH			
Date: 5/10/2023			

Vendor: Berry Dunn				K689 - Security Assessment Services			
Quotations Section Section - Cost Proposal (10%)							
Cost Proposal	Total Possible Points	Scoring	Notes				
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.				
Price Proposal Total Score	10.0	0.0					
Qualifications Section (65%)							
Experience/Staffing	Total Possible Points	Scoring	Notes				
Experience (35%)	35.0	26.0	Firm has penetration testing experience. Penetration testing seems more like additional work on top of larger projects. Has enough staff for project management, but not clear how many penetration testers they have available.				
Staffing (30%)	30.0	21.0	Staff has broad experience. Nobody seemed to focus on penetration testing, and pentesting related certifications were minimal.				
Qualifications Section Total Score	65.0	47.0					
Sample Report (15%)							
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	8.0	Not all issues had clear fixes and remediation steps. The impact of vulnerabilities was not provided for all vulnerabilities identified. Results were not ranked or scored.				
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)							
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.				
Vendor's Total Score for Proposal (out of 100%)	100.0	55.0					
Evaluator Initials: MJH							
Date: 5/11/2023							

Vendor: BPM				K689 - Security Assessment Services			
				Quotations Section Section - Cost Proposal (10%)			
Cost Proposal		Total Possible Points	Scoring	Notes			
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>		10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.			
Price Proposal Total Score		10.0	0.0				
				Qualifications Section (65%)			
Experience/Staffing		Total Possible Points	Scoring	Notes			
Experience (35%)		35.0	29.0	Does not clearly state how long they have been performing specifically penetration testing, but does indicate they have done a great many. Detailed work describes a decent amount and variety of penetration testing.			
Staffing (30%)		30.0	22.0	Number of staff listed is barely adequate, not clear how many more are potentially availbale. Certifications are hit and miss.			
Qualifications Section Total Score		65.0	51.0				
				Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.		15.0	12.0	Could be more detail on how to remediate issues, though there was something, and links to resources. The impact of vulnerabilities was not covered in sufficient detail.			
				Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.		10.0		Score will be calculated by contracts coordinator.			
Vendor's Total Score for Proposal (out of 100%)		100.0	63.0				
Evaluator Initials: MJH							
Date: 5/11/2023							

K689 - Security Assessment Services			
Vendor: CAI			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	32.0	30 year history. Penetration testing capabilities well described and detailed.
Staffing (30%)	30.0	20.0	Has large staff to support work. Not many resumes. Only one resumes had penetration testing certifications.
Qualifications Section Total Score	65.0	52.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	10.0	Lacked actually detailed information on how to fix issues. No real statement of impact of issue. Remediation not clear and actionable because it was too limited.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	62.0	
Evaluator Initials: MJH			
Date: 5/11/2023			



Vendor: Deloitte			
K689 - Security Assessment Services			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
<b>Price Proposal Total Score</b>	<b>10.0</b>	<b>0.0</b>	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	29.0	Has large organization with many staff available, so should meet our needs. Has good plan and details of how testing is performed for all areas we requested. Not entirely clear how much pentesting they do, but a fair amount is implied.
Staffing (30%)	30.0	27.0	Large number of staff available. Many certifications and good past experience listed.
<b>Qualifications Section Total Score</b>	<b>65.0</b>	<b>56.0</b>	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	12.0	Report did not include all test, whether successful or not, though it did not include all results anyway. Report did no provide a real overall assessment of the government.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
<b>Vendor's Total Score for Proposal (out of 100%)</b>	<b>100.0</b>	<b>68.0</b>	
<b>Evaluator Initials: MJH</b>			
<b>Date: 5/12/2023</b>			

Vendor: Digitech			
K689 - Security Assessment Services			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <b>This is done by contract manager.</b>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	15.0	Details about the organization itself were minimal. Their partner appears to be doing the actual testing. The experience of each organization is not at all clear.
Staffing (30%)	30.0	15.0	Resumes have some related experience listed, but almost no certifications and actual testing experience has only been for a few years from each staff resume provided. In addition, the actual testing is apparently being performed by a partner for which resume information was not provided.
Qualifications Section Total Score	65.0	30.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	12.0	Report could use more detail on remediation. Steps to reproduce and the fairly deatiled impact descriptions were appreciated.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	42.0	
Evaluator Initials: MJH			
Date: 5/19/2023			



Vendor: EideBaillyK689 - Security Assessment Services			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	23.0	CPA firm with cybersecurity capabilities. Lists team general certifications, but doesn't list actual pentest certifications.
Staffing (30%)	30.0	15.0	Provided leadership and management staff resumes only. No "associate" level staff who would presumably be doing the work. No penetration testing certs listed on any of their resumes.
Qualifications Section Total Score	65.0	38.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	11.0	Impact description is straight CVE and not in context. Remediation is good, but could be more specific and detailed.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	49.0	
Evaluator Initials: MJH			
Date: 5/16/2023			

Vendor: Emagined				K689 - Security Assessment Services			
Quotations Section Section - Cost Proposal (10%)							
Cost Proposal		Total Possible Points	Scoring	Notes			
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>		10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.			
Price Proposal Total Score		10.0	0.0				
Qualifications Section (65%)							
Experience/Staffing		Total Possible Points	Scoring	Notes			
Experience (35%)		35.0	34.0	Has been in business for over 20 years doing penetration testing. Listed detailed experience with penetration testers. Clear they use internal staff. Staff only perform penetration testing services. Experience listed for all core areas we work with.			
Staffing (30%)		30.0	28.0	Organization is on the smaller size, but does have enough penetration testing staff to meet our needs. Provided certification matrix for every member of the team. Resumes are very strong, listing extensive penetration testing experience for almost all staff, and hacking and related certifications for almost all staff, including some with over a dozen relevant certifications.			
Qualifications Section Total Score		65.0	62.0				
Sample Report (15%)							
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.		15.0	15.0	Report had all requested items.			
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)							
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.		10.0		Score will be calculated by contracts coordinator.			
Vendor's Total Score for Proposal (out of 100%)		100.0	77.0				
Evaluator Initials: MJH							
Date: 5/19/2023							

K689 - Security Assessment Services			
Vendor: ERM			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	23.0	Company 25 years old, with 20 years of penetration testing services. Broad range of clients. States appropriate range of qualified staff. Testing methodologies look fine. Size of qualified team not clear.
Staffing (30%)	30.0	22.0	Resumes indicate solid experience for some staff, and good certifications for some staff as well. That team is large enough to handle our needs is not clear.
Qualifications Section Total Score	65.0	45.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	8.0	Remediation and impact detail varied, not always good. Lacked complete testing methodology.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	53.0	
Evaluator Initials: MJH			
Date: 5/30/2023			

K689 - Security Assessment Services			
Vendor: GSG			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	24.0	Has organizational certifications like ISO 27001. Subcontracting with Mandiant. Experience with pen testing governments. Company is 20 years old, but didn't start with penetration testing services. Methodology is fine. Lots of governments listed as prior experience.
Staffing (30%)	30.0	18.0	Only two resumes listed. A few years of pentesting experience. Good certifications. Size of qualified team unclear.
Qualifications Section Total Score	65.0	42.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	13.0	Report doesn't appear to include all test results. Good otherwise.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	55.0	
Evaluator Initials: MJH			
Date: 5/30/2023			

K689 - Security Assessment Services			
Vendor: Guidepost			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	23.0	Partnered with two companies. Specialized in penetration testing. Provided government services. Methodology could be more detailed. Organizational team certifications look strong. Team is just barely big enough to potentially meet our needs. Not clear if subconsultants can add more staff than listed.
Staffing (30%)	30.0	25.0	Prior experience and certifications of vendor and subconsultants are good.
Qualifications Section Total Score	65.0	48.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	5.0	Sample report was just headings. Hard to score based on this.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	53.0	
Evaluator Initials: MJH			
Date: 5/30/2023			

Vendor: Inspira			
K689 - Security Assessment Services			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit. Provided specific details on experience, though number of potential penetration testers would be appreciated.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	26.0	Company is 15 years old. Has penetration testing team. Methodologies are fine, a couple could be more detailed. Most of the sample organizations they have worked with were not focused on penetration testing significantly.
Staffing (30%)	30.0	24.0	Resumes indicated a good spread of experience and certifications on team presented.
Qualifications Section Total Score	65.0	50.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	10.0	Four separate reports made it hard to determine what to expect from work. Impact not always clear. Remediation often not detailed enough.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	60.0	
Evaluator Initials: MJH			
Date: 5/31/2023			



Vendor: KPMG				K689 - Security Assessment Services			
Quotations Section Section - Cost Proposal (10%)							
Cost Proposal		Total Possible Points	Scoring	Notes			
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>		10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit. Methodologies were solid overall. Reference companies they have worked for were not well detailed, but did focus on their penetration testing work and not unrelated work. Team penetration testing certs strong. Strong comments on risks and other value they could add.			
Price Proposal Total Score		10.0	0.0				
Qualifications Section (65%)							
Experience/Staffing		Total Possible Points	Scoring	Notes			
Experience (35%)		35.0	31.0	Wrote-back our goals. Pod process indicates ability to meet our workload demands even if inconsistent.			
Staffing (30%)		30.0	28.0	Resumes focused a bit heavily on leadership level. Experience there strong. Sold certifications and experience on the penetration tester level resumes.			
Qualifications Section Total Score		65.0	59.0				
Sample Report (15%)							
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.		15.0	12.0	Remediation could have had a little more detail in some cases and links to supporting documentation would be helpful.			
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)							
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.		10.0		Score will be calculated by contracts coordinator.			
Vendor's Total Score for Proposal (out of 100%)		100.0	71.0				
Evaluator Initials: MJH							
Date: 5/31/2023							

K689 - Security Assessment Services			
Vendor: Lumen			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	15.0	30 year partner with state. Overall process looks good. Detailed methodologies are fine, but could be more detailed. Pentest team seems small to meet our needs but might be okay. Team certs are okay. Customer detail seemed to be revealing general nature of their weaknesses rather than of the work performed, which is concerning.
Staffing (30%)	30.0	22.0	Resumes have a variety of experience and backgrounds. Certifications or education varied from not strong to very good.
Qualifications Section Total Score	65.0	37.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	10.0	Report was decent. Stronger overall assessment and more detail and/or links to more information would help with remediation section.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	47.0	
Evaluator Initials: MJH			
Date: 5/31/2023			

K689 - Security Assessment Services			
Vendor: Online			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	23.0	Pentesting methodologies were a little short on detail. In business 37 years, 400 total staff. Team certifications decent. Has pentest experience, exactly how long is unclear. Sample work indicates pentesting experience. Engagement team seems just large enough for our workload.
Staffing (30%)	30.0	27.0	Strong detailed penetration testing resumes with good experience and solid certifications.
Qualifications Section Total Score	65.0	50.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	11.0	Not clear all test performed were reported. Impact was built into issue description and was not clear how/why the issue was rated as badly as it was. Remediation was decent, but could be more detailed and include links to additional resources.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	61.0	
Evaluator Initials: MJH			
Date: 6/1/2023			

K689 - Security Assessment Services			
Vendor: Peraton			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	32.0	Large cybersecurity company, should have staff to meet our needs. Methodology good. Details of prior client work. Gave away a little more detail on the internal systems of clients, though not terribly so.
Staffing (30%)	30.0	24.0	Broad range of backgrounds and experience. Much of it relevant to penetration testing. A little light on penetration testing specific certifications overall.
Qualifications Section Total Score	65.0	56.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	12.0	Impact could be more detailed to help stress the importance of resolving issues, especially the more critical ones. Remediation is occasionally very short, more supporting links or information would be appreciated.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	68.0	
Evaluator Initials: MJH			
Date: 6/1/2023			

Vendor: Plante Moran				K689 - Security Assessment Services			
Quotations Section Section - Cost Proposal (10%)							
Cost Proposal		Total Possible Points	Scoring	Notes			
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <b>This is done by contract manager.</b>		10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.			
Price Proposal Total Score		10.0	0.0				
Qualifications Section (65%)							
Experience/Staffing		Total Possible Points	Scoring	Notes			
Experience (35%)		35.0	20.0	Thinks this is testing of SAO's network, otherwise plan is fine for our auditees. Does not focus on penetration testing in description of experience/services. Does list pentest related certifications with the organization. Prior work examples includes pentesting, but not focused primarily on that.			
Staffing (30%)		30.0	22.0	Resume section very short and simple. Penetration tester experience under 6 years each. Some decent certifications on team.			
Qualifications Section Total Score		65.0	42.0				
Sample Report (15%)							
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.		15.0	8.0	Report had very little methodology, did not have all results, did not rank results clearly, Lacked detailed remediation strategy.			
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)							
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.		10.0		Score will be calculated by contracts coordinator.			
Vendor's Total Score for Proposal (out of 100%)		100.0	50.0				
Evaluator Initials: MJH							
Date: 5/25/2023							

Vendor: RSI			
K689 - Security Assessment Services			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <b>This is done by contract manager.</b>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	23.0	Northwest company 30 years old. Thirty staff in group. Penetration testing outsourced to NetSPI, which listed just enough resumes to do the work at our current pace. Exact size of team unclear. Process description solid.
Staffing (30%)	30.0	26.0	Resumes indicate good testing experience and reasonable number of related certifications.
Qualifications Section Total Score	65.0	49.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	15.0	Report has all requested elements.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	64.0	
Evaluator Initials: MJH			
Date: 5/25/2023			



K689 - Security Assessment Services			
Vendor: SAC			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	27.0	List of certifications within organization is solid. Local to Washington is not necessary, but is helpful. Has experience with WA government. Testing plan is good, though project plan is not appropriate to our timeframes. Prior work examples only partly involve penetration testing, but did show experience.
Staffing (30%)	30.0	23.0	Resumes cover broad scope of experience and expertise. Two penetration testers listed have decent certifications and experience. Not clear they have the staffing to support our work, though they say they will.
Qualifications Section Total Score	65.0	50.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	12.0	Detail about the impact/risk does not explain the risk as well as it could. Remediation sections lack detail.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	62.0	
Evaluator Initials: MJH			
Date: 5/24/2023			

K689 - Security Assessment Services			
Vendor: Shorebreak			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	29.0	Organization focuses heavily on penetration testing. 6 active testing staff are indicated, which is a bit tight to meet our needs. Prior companies they have worked with seem like solid examples of penetration testing work. Work plan seems fine. Organizational certifications are strong.
Staffing (30%)	30.0	22.0	Resumes show some relevant work experience and some certifications, but not a very large amount of either.
Qualifications Section Total Score	65.0	51.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	13.0	Remediation information was not as detailed as it could be. Would benefit from links to more resources, and being more specific on occasion.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	64.0	
Evaluator Initials: MJH			
Date: 5/24/2023			

K689 - Security Assessment Services			
Vendor: Soteria			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	27.0	Testing methodology short but covers key areas. Providing pentesting since 2017 in the areas we are looking for. Example clients indicated related penetration testing work. Size of pentration testing team uncertain, but large number of certifications listed indicates large team or smaller very experienced team.
Staffing (30%)	30.0	29.0	Put technical team resumes first. Technical staff have appropriate experience and certifications overall.
Qualifications Section Total Score	65.0	56.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	12.0	Rating and ranking of results not provided or not clear and easy to understand. Impact of most findings was not provided.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	68.0	
Evaluator Initials: MJH			
Date: 5/23/2023			

Vendor: Spirent				K689 - Security Assessment Services			
Quotations Section Section - Cost Proposal (10%)							
Cost Proposal		Total Possible Points	Scoring	Notes			
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <b><u>This is done by contract manager.</u></b>		10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.			
Price Proposal Total Score		10.0	0.0				
Qualifications Section (65%)							
Experience/Staffing		Total Possible Points	Scoring	Notes			
Experience (35%)		35.0	22.0	Profile statement very broad, not clear they do penetration testing or how much of it they do. Quotation has good detail on methodology for the work we need. Organization penetration testing team size unclear.			
Staffing (30%)		30.0	24.0	Good number of resumes provided, with staff of a variety of experience. Penetration testing certifications ranged from very few to a fair number.			
Qualifications Section Total Score		65.0	46.0				
Sample Report (15%)							
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.		15.0	7.0	Report lacked many elements we are looking for, section for management, executive summary, detailed fixes, overall assessment of results			
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)							
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.		10.0		Score will be calculated by contracts coordinator.			
Vendor's Total Score for Proposal (out of 100%)		100.0	53.0				
Evaluator Initials: MJH							
Date: 5/23/2023							

Vendor: Summit			
K689 - Security Assessment Services			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <b><u>This is done by contract manager.</u></b>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	24.0	Provided good detail on prior penetration testing work samples. Information on the company itself is relatively brief, making it hard to determine actual ability to do this work. Size of organization and associated ability to support our needs not clear.
Staffing (30%)	30.0	24.0	Staff have reasonable experience and some pentesting certifications. Large number of resumes supplied.
Qualifications Section Total Score	65.0	48.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	13.0	Recommendations are decent, but would benefit from additional information on the issue, such as links to external resources on the topic.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	61.0	
Evaluator Initials: MJH			
Date: 5/23/2023			

K689 - Security Assessment Services			
Vendor: System Soft			
Quotations Section Section - Cost Proposal (10%)			
Cost Proposal	Total Possible Points	Scoring	Notes
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>	10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.
Price Proposal Total Score	10.0	0.0	
Qualifications Section (65%)			
Experience/Staffing	Total Possible Points	Scoring	Notes
Experience (35%)	35.0	26.0	Over 20 years experience, though it is not completely clear whether penetration testing has been part of that work the entire time. Sample prior work is solid.
Staffing (30%)	30.0	24.0	Size of penetration testing team unclear. Resumes showed various levels of experience and certification for testing staff.
Qualifications Section Total Score	65.0	50.0	
Sample Report (15%)			
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.	15.0	4.0	Sample report was just technical detail and part of a summary chart on a few controls. Missing most of the items we are looking for.
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)			
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.	10.0		Score will be calculated by contracts coordinator.
Vendor's Total Score for Proposal (out of 100%)	100.0	54.0	
Evaluator Initials: MJH			
Date: 5/22/2023			



Vendor: Tavora				K689 - Security Assessment Services			
Quotations Section Section - Cost Proposal (10%)							
Cost Proposal		Total Possible Points	Scoring	Notes			
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <u>This is done by contract manager.</u>		10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.			
Price Proposal Total Score		10.0	0.0				
Qualifications Section (65%)							
Experience/Staffing		Total Possible Points	Scoring	Notes			
Experience (35%)		35.0	25.0	Over 20 years experience with penetration testing. Lists required systems types as within their experience. Didn't understand they aren't testing us.			
Staffing (30%)		30.0	22.0	Resumes did not include penetration testing certifications though those were mentioned about the team not shown in resumes. Size of firm not clear.			
Qualifications Section Total Score		65.0	47.0				
Sample Report (15%)							
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.		15.0	15.0	Report contained all elements.			
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)							
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.		10.0		Score will be calculated by contracts coordinator.			
Vendor's Total Score for Proposal (out of 100%)		100.0	62.0				
Evaluator Initials: MJH							
Date: 5/22/2023							

Vendor: WWT				K689 - Security Assessment Services			
Quotations Section Section - Cost Proposal (10%)							
Cost Proposal		Total Possible Points	Scoring	Notes			
The cost proposal will be scored by multiplying the price weight by the best value ratio. The price weight is defined as the lowest proposed price divided by the vendor's proposed contract price. The best value ratio is defined as all other scored components (excluding costs) divided by the total possible score for these components. We will include both the blended hourly rate and the price quote in scoring the cost proposal. <b>This is done by contract manager.</b>		10.0		Score will be calculated by contracts coordinator. Please add comments as you see fit.			
Price Proposal Total Score		10.0	0.0				
Qualifications Section (65%)							
Experience/Staffing		Total Possible Points	Scoring	Notes			
Experience (35%)		35.0	21.0	Long history, but not all in penetration testing. Will use subcontractor - PaloAlto, who seem reasonable qualified for this work. WWT also offering additional service recommendations outside scope of RFQQ.			
Staffing (30%)		30.0	17.0	Large organization with sufficient staff for work. Few resumes provided, but those provided had many years experience and a couple related certifications.			
Qualifications Section Total Score		65.0	38.0				
Sample Report (15%)							
This sample report will be scored based on how well its components respond to items listed under item "d." under "Report Results" on page 5 of this RFQQ. The report will also be scored based on whether or not its content and suggested remediation steps are clear and actionable.		15.0	10.0	Testing methodology not really provided. Impact description is minimal. Fix information could be better supported with more sources and detail.			
Procurement Eval for Executive Order 18-03 & WA Small Business/Veteran Owned Business (10%)							
This will be scored and provide a bid preference in the way of 5 points to any bidder certifies, that their firm does NOT require its employees, as a condition of employment to sign or agree to mandatory individual arbitration clauses or class or collective action waiver and/or Washington Small Business/Certified Veteran Owned.		10.0		Score will be calculated by contracts coordinator.			
Vendor's Total Score for Proposal (out of 100%)		100.0	48.0				
Evaluator Initials: MJH							
Date: 5/19/2023							